

Message Text

LIMITED OFFICIAL USE

PAGE 01 QUITO 04050 101311Z

44

ACTION COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

SY-05 /026 W

----- 116019

R 101234Z JUN 75

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 5880

INFO AMCONSUL GUAYAQUIL

LIMITED OFFICIAL USE QUITO 4050

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: PUBLIC DISSEMINATION OF EMBASSY TELEGRAMS/MINISTRY OF
DEFENSE NEED FOR ROAD-BUILDING AND OTHER EQUIPMENT

FOR COMMERCE/BIC

REF:HHUITO 3163 AND PREVIOUS

1. EMBASSY COMMERCIAL SECTION HAS RECEIVED TELEPHONE CALLS FROM TWO DIFFERENT LOCAL REPRESENTATIVES OF U.S. ROAD CONSTRUCTION EQUIPMENT SUPPLIERS EXPRESSING CONCERN WITH, AND EVEN QUESTIONING, EMBASSY'S HANDLING OF REQUESTS FROM GOE OFFICIALS TO PURCHASE EQUIPMENT ON GOVERNMENT-TO-GOVERNMENT BASIS. THESE DISTRIBUTORS FEAR THAT EMBASSY IS ENCOURAGING ECUADOREAN GOVERNMENT TO BYPASS THEM.

2. THIS CONFUSION STEMS DIRECTLY FROM MESSAGES SENT BY THIS EMBASSY ADVISING OF MINISTRY OF GOVERNMENT DESIRE TO PURCHASE SMALL QUANTITY OF ROAD-BUILDING AND OTHER EQUIPMENT. IN COURSE OF BOTH PHONE CALLS, LOCAL DISTRIBUTOR (GRACE Y CIA FOR TEREX, AND WABCO OF PEORIA) QUOTED ALL OR PART OF REFTEL TO EMBOFF, INCLUDING PORTIONS WHICH MENTION MINISTER'S MAY 6 CALL TO CHARGE AND COMMENTS IN PARA 2 REGARDING SCREENING OF OFFERS AND APPARENT RETICENCE OF MINISTRY TO DEAL DIRECTLY WITH THESE DISTRIBUTORS.

3. STATE AND COMMERCE WILL APPRECIATE NEED FOR DISCRETION IN
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WUCH MATTERS, WHICH CAN BE, AND OFTEN ARE, MISINTERPRETED BY

LOCAL DEALERS. WE HOPE THAT, IN FUTURE, EMBASSY COMMUNICATIONS
WHICH ARE NOT STRAIGHT TO AND FGT REPORTS WILL BE SCREENED AND/OR
NOT DISSEMINATED IN THEIR ENTIRETY TO U.S. FIRMS WHICH THEN,
AS HAS HAPPENED IN THESE CASES, SEND COPIES TO THEIR LOCAL AGENTS/
DISTRIBUTORS.
HEMENWAY

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NNN

Message Attributes

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